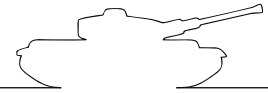


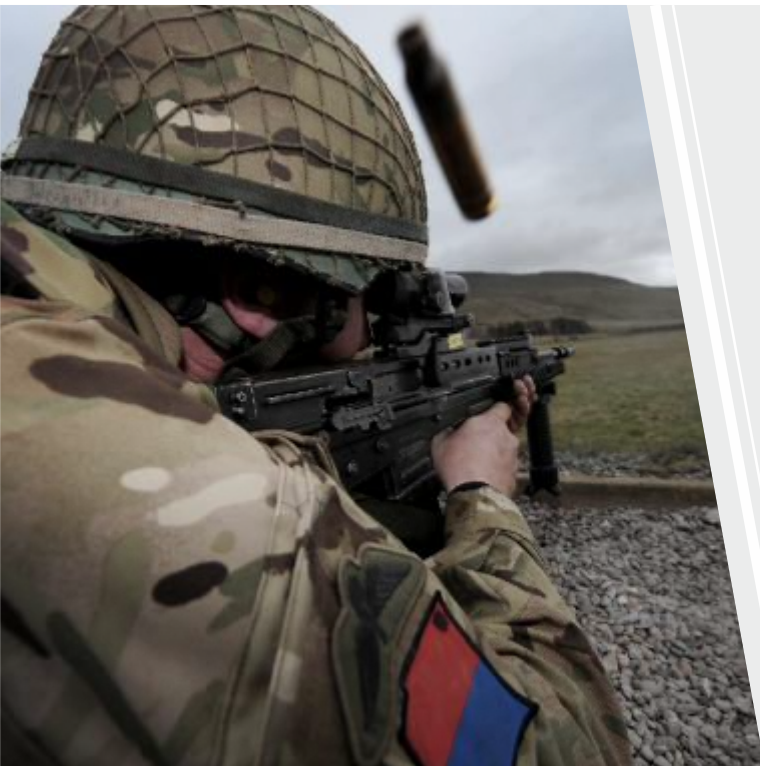
Defence





Opportunities in Indian Defence Sector

- Defence Procurement Procedure (**DPP**) has been revised and has come into effect from 1st April 2016.
- FDI upto 49% is allowed through automatic route and beyond 49% under Government approval route wherever it is likely to result in access to modern technology or for other reasons to be recorded.
- Now, Foreign Original Equipment Manufacturers are not required to indicate the details of Indian Offset Partners and products at the time of signing of the contracts.
- The Government issued 342 Industrial Licenses (ILs) covering 205 companies for the manufacture of a wide range of defence equipments to Indian companies. (June 2016)
- 116 ILs issued since the launch of Make in India initiative



Firm's Defence Practice

- Bid Process Advisory
- Capital Procurements
- Contract Negotiations
- Defence Procurement Procedure
- Domestic and International Arbitration
- Foreign Direct Investment
- Industrial Licensing
- Intellectual Property Rights
- Joint Ventures and Mergers & Acquisitions
- Real Estate, Employment, and Tax Advisory
- Revenue Procurements
- Technology Transfer Contracts
- Transaction Advisory
- Writ Matters Before Various High Courts and Supreme Court

Our Expertise

- Putting in place appropriate policies and strategies to translate business opportunities into actual assignments.
- Pre-empting disputes at the finalization of contract stage to avoid disputes in future.
- Advise both Government Institutions and Private Players in disputes as well as transactional matters.





OUR GLOBAL OUTREACH

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Select experience statements

- **Denel (SOC) Ltd** (Government of South Africa Undertaking) in US\$200 million multifarious court and arbitration proceedings besides representation in Debts Recovery Tribunal against Government of India in a number of contractual disputes. We challenged the appointment of Government nominated arbitrator before Supreme Court which set a precedent and subsequently introduced as an amendment in the Arbitration Act in India.
- We also assisted Denel in setting up of business in India in a joint venture with an Indian partner for manufacturing.
- **Fabrica D'Armi Pietro Beretta S.p.A.** advise with respect to their bids to various Indian Government entities.
- **National Instruments Corporation** advised with respect to export/import restrictions on civilian use of software and devices which have dual use.
- **Pipavav Defence and Offshore Engineering Company Limited** Lender's Legal Counsel to a consortium of 5 banks funding the expansion-cum-modernization project comprising of conversion of a wet dock into a dry dock (Dry Dock II) and setting up ancillary facilities for support at the existing multi-purpose shipyard at Pipavav. The estimated cost of the Project was USD 248.76million (Rs. 1,617 Crore). The consortium included five banks viz. Union Bank of India, Central Bank of India, EXIM Bank, J&K Bank and Corporation Bank.
- **Raytheon Inc.** an international aerospace and defence Company, headquartered in Waltham, Mass, USA in their bids to Government of India and other general corporate and commercial matters relating to employment, real estate, tax, etc.
- Drafted Technology Transfer Agreement and Contract for Supply of Parts and Services for the defence sector client of **Roland Berger**.
- Drafted various agreements and other requisite documents on the termination of an employee of **Rolls-Royce North America, Inc.**
- **Sabia Inc.** and its Indian subsidiary for general Corporate and Commercial matters.
- **Sig Sauer Inc.** leading manufacturer of guns, for their joint venture in sales and distribution to Indian Government companies. The Firm is also advising Sig Sauer on general corporate issues related to the company's subsidiary in India. Recently represented **Sig Sauer India (a subsidiary of Sig Sauer Inc.)** and its directors against Leaseplan India Private Limited in various litigations including Execution Suits, Recovery Suits, and Company Petitions etc.

Speaking Engagements

Spoke on Dispute Resolution in Defence Contracts during Defence Acquisition Management Course (DAMC) in December 2016 which is running in to its 19th edition and is organized by Confederation of Indian Industry

Participated in 11th Indo-US Economic Summit in September 2015 and spoke during the session on Make in India in Defence, Aerospace, Electronics and SME.



About us

Singhania & Partners (Estd. 1999) is one of the leading law firms of India providing legal services in Dispute Resolution (Litigation & Arbitration), Corporate and Commercial, M&A, Employment, Infrastructure, Intellectual Property and Project Finance.

The firm has an expertise in Infrastructure (Roads & Highways, Railways, Ports and Shipyards), Aerospace, Defense, and Energy (Power, Oil & Gas) sectors. Over the years it has developed reputed practice in Automobile, Banking & Financial Services, Information Technology, and Real Estate industry. It is also coming up in the area of Food, Drugs & Cosmetics, Education and Healthcare as well.

It is sole Indian representative of TerraLex, Inc. (USA) which is a global network of 600+ offices of Law Firms with more than 19,000 attorneys in 100+ countries.



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